

Message Text

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ACTION COME-00

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FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 9342

LIMITED OFFICIAL USE BUCHAREST 3020

E.O. 11652: N/A

TAGS: ETRD, BGEN, RO

SUBJECT: CUMMINS ENGINE PROJECT - ROMANIA

REFS: A) BUCHAREST 2631, B) STATE 130042

EMBOFF CALLED ON DEP MIN BOGDAN BUTOI OF HEAVY MACHINERY
MINISTRY TO FOLLOW UP ON CURRENT STATUS OF CUMMINS PROJECT. BOTH
BUTOI AND COUNSELLOR BARBULESCU REPEATED EARLIER ARGUMENTS AGAINST
CUMMINS PROPOSAL, LISTING HIGH COST OF COMPONENT AND SPARE
PARTS, AND NEED FOR EARLY SUPPLYING OF TECHNOLOGY FOR FUEL
INJECTION AND TURBOCHARGER SYSTEMS. ROMANIANS STILL APPEARED
GENERALLY UNCONCERNED OVER SLOW PROGRESS OF THE PROJECT, BUT
INSISTED THAT THE MINISTRY WAS DEFINITELY INTERESTED IN ARRIVING
AT SOME ARRANGEMENT TO PRODUCE DIESEL ENGINES. BUTOI AND
BARBULESCU GAVE THE IMPRESSION THAT THEY DID NOT UNDERSTAND
CUMMINS' URGENT REQUIREMENT FOR A DEFINITIVE YES OR NO ANSWER,
AND EVEN APPEARED VAGUE ON CURRENT STATUS OF THE PROJECT. THEY
SAID THAT A "COUNTER PROPOSAL" HAD BEEN FORWARDED TO CUMMINS
THROUGH ROMANIAN COMMERCIAL COUNSELORS FODOR IN NEW YORK AND
STOICA IN CHICAGO, AND MINISTRY IS NOW AWAITING A REPLY. BUTOI
ALSO SAID THAT IF THE JOINT VENTURE PACKAGE IS UNWORKABLE, THE
MINISTRY WOULD BE WILLING ITSELF TO "BUILD A NEW FACTORY" FOR
THE PROJECT USING CUMMINS EQUIPMENT AND TECHNOLOGY. WOULD
APPRECIATE DEPARTMENT CHECKING CURRENT STATUS WITH CUMMINS, AND
DETERMINE IF REPLY TO CUMMINS POSITION AS STATED REFTEL B HAS INDEED
BEEN RECEIVED. IN MEANTIME WE WILL ALSO FOLLOW UP WITH PATAN AND
PUNGAN AS SOON AS POSSIBLE FOR REPLY TO OUR WRITTEN APPROACH
(REF A).

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BARNES

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